2006
On Line Sellers

Guide To
Nationwide Wholesalers

A Definitive Guide To Wholesale Resources for
The Online Seller

- *1000's of Sources for buying wholesale*

Tips and Tricks for On Line Selling

Techniques for Support in Grievance Issues

2006 ONLINE SELLERS

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We would like to send our full apperception to all that have helped generate this book. Our full gratitude for the Internet community for its sustain support. A tremendous apperception and recognition to LiquidationTime.com as a B2B ecommerce web site.

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AUTHORS

STEPHEN L. SWEET : E-COMMERCE SPECIALIST

KHALED M. KHALED : INTERNET AND E-BUSINESS SPECIALIST

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We are proud of this book to be intensive Guide to all Sellers and Buyers all over the world.

We thank *Stephen L. Sweet and Khaled M. Khaled* for the great work to introduce this book.

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SCSS *books publishing worldwide*

1542 McDaniel Drive, West Chester, PA 19382

E-mail : SCSS@books4internet.com

http://scss.books4internet.com

How to use this book?

In **Chapter 1** you will find some important information about e-commerce, this information will be very useful. In **Chapter 2** you will learn very important tips about the auctions sites like eBay and how to avoid any mistakes through your selling or buying products online. Also before you start your business online please read **Chapter 7...E-mail etiquette**.

In chapter **3...2006 wholesale list**. In chapter **4...The best 110 drop shippers, 5...The best auctions websites, 6...Directories of wholesalers, Exporters and importers.**

You will find a lot of sources to sell and also to buy and this is the Goal of this Book, How to buy products and how to sell these products online.

In this book

2 leaders in web commerce ***Stephen L. Sweet & Khaled M. Khaled*** will show you how to put the internet to work for your business , how to use B2B ecommerce sites like *LiquidationTime.com* to buy products below retail price ,then how to use B2C ecommerce sites like *ebay* to sell these products for 300% profit .

Also this book will show you how to reduce the problems associated with online purchasing and provide the customers with a multitude of options for selling their goods.

Hurry up and read the following chapters to learn how to buy product and how to sell it on eBay!!

CHAPTER 1

INTRODUCTION

E-Commerce

Ecommerce Definition:

Ecommerce, e-commerce, or *electronic commerce* is defined as the conduct of financial transactions by electronic means. With the growth of commerce on the Internet and the Web, *ecommerce* often refers to purchases from online stores on the Web, otherwise knows as *e-commerce Web sites*. They may also be referred to as "*virtual-stores*" or *Cyber stores*. Since the transaction goes through the Internet and the Web, some have suggested another term: *I-commerce* (Internet commerce), or *icommerce*. e-commerce can be *business to business* (B to B) or *business to consumer* (B to C).

Electronic commerce is the paperless exchange of business information using electronic data interchange (EDI), e-mail, electronic bulletin boards, fax transmissions, and electronic funds transfer. It refers to Internet shopping, online stock and bond transactions, the downloading and selling of "soft merchandise" (software, documents, graphics, music, etc.), and business-to-business transactions.

The concept of e-commerce is all about using the Internet to do business better and faster. It is about giving customers controlled access to your computer systems and letting people serve themselves. It is about committing your company to a serious online

effort and integrating your Web site with the heart of your business. If you do that, you will see results!

The Internet's role in business can be compared to that of the telephone. It is a way for people to communicate with each other. It is also a way for a consumer to communicate with a company's computer systems without human intervention.

In fact, the Internet is a communication medium like the many others we use in business every day.

Think of the ways you communicate with people in business. The best way is face to face. Body language, tone of voice, and facial expressions all help you understand what the other person is trying to say. When you cannot meet face to face, you may use any of a number of different means to communicate: a telephone, a fax machine, Federal Express, the U.S. Postal Service, or maybe even a messenger service. These are all ways to deliver or receive information, authorization, even shipments of goods and merchandise.

The Internet is a reasonable alternative to all of those means of communication. Any place and any way that your business communicates with its customers, you should think about how you could have done it online. That is the power of e-commerce.

Can't meet face to face? Send an e-mail with an attached photograph. When it comes time to pay for merchandise, use a secured server to pay by credit card, or even digital cash! The opportunities and situations in which online business is possible are limitless.

Elements of ecommerce

There are some literal elements of commerce that are necessary for any transactions to take place, which are as true for regular bricks-and-mortar commerce as they are for e-commerce. First, whether you are doing business online or in the real world, you have to have a product to sell or a service to offer. Then, you must have a place from which to do business.

In the traditional world of commerce this can be a physical store or, in a more figurative sense, a catalog or phone number. In the world of e-commerce the place from which you do business is your Web site.

Most businesses already exist in the bricks-and-mortar world of commerce. Adding a Web site is a means to enhance their business. For Internet startups, the Web site is the only place that they do business.

In both regular commerce and e-commerce you need to find a way to attract customers to your place of business. This is embodied by your marketing

strategy, and everything from advertising to word of mouth fits into this category.

In order to do business, you also need a way to take orders and process payment. In a retail store there are no orders. Customers simply find the products they want, get in a line at the register, and pay the cashier. In e-commerce, orders have to be placed and items shipped.

Orders are usually handled through interactive, online forms. Money is another issue easily handled in traditional commerce. Customers in a retail store pay by check, cash, or credit or debit cards. Online customers cannot pay by cash or check, only through electronic means.

Also, there are issues of security that surround online payment that do not come into play in the traditional bricks-and-mortar world. E-commerce transactions have to take place through secure electronic connections and special merchant accounts for accepting payment.

Once payment is collected, delivery of the product must take place. Fulfillment in traditional stores is as easy as putting the item in a bag and handing it over to the customer. Fulfillment in the world of e-commerce is more difficult, requiring shipping and transportation similar to catalog and mail order

businesses. For businesses that integrate e-commerce into their existing business plan, fulfillment is as easy as hiring an extra employee to ship online orders. In Internet startup businesses, fulfillment must often be outsourced to a facility that can handle order processing and shipping in a more timely and professional manner.

Advantages of eCommerce:

- **Increased Access:** Now, consumers can buy and get access to goods all around the country even the world. Consumers can sit at home and get all their products and services without even leaving the house. Businesses can not have to worry about pickup and the use of e-commerce has made it easier for businesses to run their operation without the hassle of going to their supplier.
- **Convenience:** Businesses and consumers now don't have to go out of their way to buy products and services. Businesses who buy overseas are unable to physically go to buy their services. Businesses can go to their supplier's website and order the products they need.
- **Expansion:** Before e-commerce, businesses were restricted to either their states or to certain areas because it was too costly to set up offices in different areas. With the coming of e-commerce,

businesses have access to consumers and other business in all 50 states and even the entire world!

- Because of this new use of technology, people are able to get access to products and services that before were not available. Businesses profited from e-commerce because now they have a wider market and also small businesses can expand easier with the use of the internet and e-commerce. More jobs were developed in the internet field since the boom of e-commerce which helped those stuck without jobs in the slowing of the job market.

Disadvantages of eCommerce:

- **Taxes:** How would you tax a business selling goods over the Internet? This question arises when e-commerce became more popular. Should consumers pay sales tax on web purchases? If the business and customer are in different states, who state tax would be applied? During the end of the 20th century, the government was trying to ask this question. If web purchases were free from tax, then brick-and-mortar stores will lose business but customers will pay more over the web since shipping and handling fees are applied. Also, small businesses may lose out both ways because they may not have resources to buy expensive software to figure out the different state taxes for each customer.

- **Security:** The biggest disadvantage of e-commerce is the issue of security. Even with the improvements with data encryption, there is still the danger of someone getting a hold of your personal and financial information. Also, some sites don't have the capabilities to prove authentic transactions. If someone gets your credit card, they can go to one of these sites and purchase items without proving who they are. All they need is your name and credit card number which is already printed on the card.

Finally E-commerce has grown significantly during the pass 5 years. E-commerce has not only changed the way consumers view their purchasing power but also help skyrocketed the economy. More and more businesses are during their business over the web. Business to business transactions are at their peak and it is predicted it will grow even more! E-commerce is a helpful technology take gives the consumer access to business and companies all over the country and the world but with this access there comes a price. Once consumers and businesses realize some of the dangers of e-commerce, there could fewer incidents of identity theft and credit card fraud. Hopefully in the future, these issues can be rectifying.

Why have we made this book?

Most of sellers looking for New locations to buy items and resell on auctions sites like ***eBay, Amazon , uBid or bidz*** **for more profit.**

And we hope that this book will be a good source to find great wholesale products in a great price that ensures maximum profits for all sellers to resell them on your site or on B2C ecommerce sites like ebay and Amazon.

You will find a very important B2B ecommerce site that contains hundreds of wholesalers selling thousands of products below retail price.

And this is the goal of this book!!

If purchased for the right price, electronics are always a winner! High-ticket items are a great way to manage a lower volume of sales and still enjoy substantial income.
With most of our sources giving to you in our book, you don't have to spend thousands of dollars to buy electronics for rock-bottom wholesale prices. You can buy just one of any item and still save over 78% off the retail price.

Another great way to buy electronics is by purchasing **return & refurbished**

merchandise. *What does a retail chain do after an item has been returned?* Well, by law they cannot resell it as new so they liquidate the merchandise on a website such as www.liquidationtime.com

To start the fun and to enjoy this book

Start your day by visiting

www.LiquidationTime.com

Super wholesale website selling products below retail price

LiquidationTime is found to provide sellers and buyer alike with a surplus liquidation website that is both cost effective and functional, while providing a safe and secure location for transmission of confidential data.

This site was established to simplify and settle on most issues and complications that both sellers and buyers face on other liquidator websites and online auctions.

LiquidationTime.com was founded by a team of online sellers who became frustrated with the limitations and restrictions of so many auction sites.

Consequently, **LiquidationTime.com** has decided to collaborate and come up with an online site that is flexible and always open to customer suggestions and needs. **LiquidationTime.com** was launched to change the online experience for buyers and sellers alike.

Objectives of LiquidationTime:

- Buyers and Sellers Know What to Expect: The buyer and seller view and agree to terms before any transaction begins
- Payments are guaranteed: Instead of sending payment directly to the seller, the buyer sends payment to LiquidationTime Inc. where it is held in a trust account (escrow account).
- Inspect before they pay: buyers have 48 hours to inspect items and see if the seller have met his or her auction descriptions, upon approval of goods/services the agreed payment will be released to the seller.
- Shipments are safe: The seller may feel safe when shipping the merchandise to the buyer, knowing that the buyer's payment has been verified and is safely held by LiquidationTime. Inc.

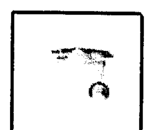


Browse & Buy

Finding the best deals is important to everyone.
On ***LiquidationTime.com***, browse around and spot the best deals that matches your interest and you are guaranteed to find the best service.
After making sure that you are satisfied with all the details (shipping, payment options, etc), place your bid and our prompt email notification service will keep you informed with the status of your bids.

Tips on bidding

- Make sure you read through the description carefully and agree to all terms.
- View the manifest so you can have a better estimate of the lot value.
- Check out all sources to assure you are getting the best deal.
- Bid accordingly with your financial capabilities.
- Always make sure you have a market for what you are buying.
- Monitor closely the status of your bid and stay persistent throughout the process.
- Report any problems with your merchandise within the time limit.



Post & Sell

Experienced sellers are guaranteed minimum interference, with easy to use tools.
Their focus is to generate better revenue through customer satisfaction.
If you are looking to start selling online, our website is the place to be. Our highly qualified and trained team can assist you throughout the process.

Tips on selling

- Describe your product thoroughly. This will eliminate any chances of dispute.
- Provide a detailed list of each product stating the value.
- Make sure your product falls into customers' interests.
- Make sure that your listings will bring you enough profit. Always take into consideration the listing fees.
- Keep up you reputation! Your goal is to gain many loyal, repeating customers.
- Ship accordingly, and ensure the safety and quality of your shipment.
- Report any problems within the time limit.

Now you can:

- Buy brand-name products far below wholesale, and how to easily sell them for huge profits.
- Buy from LiquidationTime.com.
- Learn tricks for buying on eBay.
- Learn how to sell on eBay and Make money.
- Start your own business risk free.
- Work from home and make money with home based business opportunity!
- Make your financial dreams a reality by starting your own home-based business today.

And

You've got enough to worry about when starting an e-business. Get a drop-shipper to fulfill your orders for you. Drop shippers enable you to sell brand name products from your website without inventory.

Chapter 2

How To Sell On E-Bay
&
The Other WEB Auctions

TEN COMMANDMENTS FOR RUNNING A SUCCESSFUL HOME BUSINESS

1. Maintain steady business hours
2. Keep separate home and business phone numbers.
3. Establish your office away from your living area.
4. Organize the office efficiently.
5. Follow definite work routines.
6. Use fixed price contracts.
7. Sell value.
8. Follow your business and marketing plans.
9. Extend services through sub-contractors or part-time staff.
10. Stand behind your service

How to reorganize your time:

The first thing to do is to sit down with pencil and paper and list your daily schedule. What time do you wake up? Then step-by-step, list everything you do each day. Most people will find that they have about three hours each day that can be utilized in a more constructive or efficient manner. As we've noted above, you may have to give up the time you waste in your local pub or a few television programs you watch, but it will be worth it in the long run.

Efficient time management boils down to planning what you're going to do, and then doing it without backtracking. Start by making a list of the things you want to do tomorrow, each evening before you go to bed. Schedule your trips to the store or wherever to coincide with the other things you have to do, and with your trips to or from work. Organize your trips to take care of as many things as possible while you're out of the house.

Take stock of the time you spend standing around shooting the breeze - especially the time you spend on the telephone - and eliminate all that isn't necessary.

DECIDE WHAT TO SELL

Buying and selling things is not new. As a matter of fact, people have been buying and selling things in one form or another ever since time began. It is part of life. We all need or want things that we can't provide for ourselves, so we have to find someone who can supply us with the items, and we pay them to provide us with these items that we need or want.

Deciding what you want to sell is not as easy as it looks. There are two main types of items that you will be selling. The first and most obvious are those items that are lying around your house that you want to get rid of, you know, all of those CD's that you don't listen to anymore, that old toy you got when you were a kid, things like that. These items are great to sell to make some extra money, but they are a one time sale item, meaning once they are sold, they are gone and so is your chance at a recurring income!

The second category of items that you will be selling is a set of products that you create or buy in order to sell them. These can be a great source of income, things as simple as your mother's recipe for chocolate chip cookies, or a disk or book about Beanie Babies. These types of items are things you can sell over and over again. They may not bring in as much per item as other items, but you can sell them in a great quantity. Let's look at each of these item types in a little more detail.

ONE OF KIND ITEMS- ITEMS THAT YOU OWN

First, we'll take the one of kind items. These are the items that are taking up space in your closet, the things that you bought and don't have a use for anymore, or the things you've gotten as presents that have never been taken out of the box! These items can put some fast cash in your pocket, as well as open up some much-needed space in your closets!

There is really no limit to the type of things that you currently own that you can auction off. Just by taking a look at an auction web site, or a Usenet Newsgroup, you will see people selling everything from toys, computer equipment, photo equipment, beanie babies, books, clothing, and even automobiles and homes! Your choices for what you can actually sell are unlimited!

ITEMS THAT YOU CAN SELL IN QUANTITY

Now, let's take a look at the other type of items. These are the items that you can sell in quantity. These can be things that you purchase in quantity in order to sell. There are a lot of collectibles that are widely available in certain areas that aren't available worldwide. These can be sports figures, dolls, trading cards, beanie babies, etc. Anything that you can buy and sell at a modest profit is fair game, remember people on eBay DEMAND low prices. Better to sell 100 reports for $5 than 20 for $10

HOW TO DECIDE WHAT TO SELL

How do you decide what types of items that you want to sell? Well, there are a few different ways to do this. The first thing I would do is make up a list of the items that you are considering for sale. Look at the items carefully, and write down information such as a description of the item, what you paid for it, the condition it is in, etc. Being very specific here will help you greatly if you decide to list any of these items for auction. Sometimes the smallest details can mean much greater prices and much greater profits for you!

Now, take your list; sit down at your computer and search eBay for the types of items that you have come up with. Now, this may not be effective for that one of a kind BABE RUTH autograph. For about 85% of the things you want to sell, however, it should give you a pretty good idea of the market value of the item, as well as consumer interest.

So, get on your computer and go to the auction web site. Click on the area where it says "SEARCH" and you're on your way. If you want an even easier way to search eBay , check out the "Power Searching ebay section of this disk.

Back to the search page on ebay. In the search box type a relevant term. If you want to know what GARTH BROOKS GREATEST HIT'S CD is worth type "GARTH BROOKS" in the title. If you're looking into selling your VCR, simply type "VCR" into the search categories at ebay . Have you ever taken a look at just how many

listings are in the Beanie Baby category? It is absolutely amazing!

As you can see, with searching for the proper words, it is very simple to see if the types of items you want to sell are already being sold at auctions. When you find the listings, you can learn a few very important things. The first is, you can get a good idea on what the market price is. By seeing what other people have sold similar items for, you can decide whether or not you want to sell the item, as well as what you should expect to get for the item when it sells! When you search, you can look at auctions that have recently been completed, as well as current ones, to see what items similar to yours are bringing in for other people. After you find out all of this good information, you can now set out with an idea of what you should bring in for selling your items.

The other thing you will learn by searching the web site for other similar products is the amount of people that want the type of item that you are selling. The auction web site lists the amount of bids along with all of its items. This will tell you how many people are bidding on those items. Obviously, if you have fifty different people bidding on an item, it's a lot more apt to bring in money than an item that is being bid on by only one or two people. This is not an iron-clad rule, though, since you only need one bidder to make money on your item!!

The best way to get started in the market of buying and selling is to decide how much money you can afford to invest right off the bat. I would recommend starting with

at least two hundred dollars or so to begin your empire. It's a small investment, and you should be able to double your money pretty quickly!

Then, you need to decide exactly what you want to buy and sell. Your choices here are virtually unlimited, as you have already seen. Here's a good way to begin. If you have a hobby, or an expertise that gives you an edge in particular field, use it to your advantage! If you know computers, you might want to buy and sell computer equipment. If you're a camera nut, then maybe photographic equipment would be your cup of tea! Remember, if you have an edge over 90% of the other people at the auction site, you will probably be able to spot the bargains that you can buy and then re-sell at a profit!

Another way to find out good items to buy and sell is to check out the auction web site, Usenet Newsgroups and your local classified ads to see what other people are buying and selling! Just because someone else is selling the product like yours does not mean that you should not try marketing your own version of it. As a matter of fact, just the opposite is true! After all, if someone is already successful selling something, you probably can be too! Imagine that everyone looked at HENRY FORD'S first car and said, "gee what a great idea… Too bad it's been done, no need for me to try." We would all be driving Model A's if that was the case!

LOOK FOR ITEMS THAT ARE HOT

One of the things that I like to do is search the auction web site for collectable items that are extremely hot at that particular time. The beanie babies are the best example, but there are many, many others. I found out that some things that I would have never considered very highly collectable are bringing in a decent price at auction.

The most recent fad in this kind of a market was the Spice Girls dolls. They are an item that are literally flying off of the store shelves as soon as they come in, and people are willing to pay a premium to get them. Remember this, time is very valuable to the individual. The last thing anyone wants to do is scavenge all the local Wal-Mart and toy stores trying to get the latest toy. Most people would be much happier logging on to their computer, typing in a few keys and paying a little extra to get that special item.

Needless to say, I found a few cases of Spice Girls dolls, bought them, and resold them at a profit on both the auction site and on my own web site! If you are into collectibles, or something that you always have on hand, do consider getting your own web site where you can sell your products 24 hours a day, 7 days a week, and you won't have to pay eBAY to list the items for you! Later, I will talk more about setting up your own web site to sell items!

CREATE ITEMS THAT YOU CAN PRODUCE & SELL YOURSELF

Another type of item that can be extremely successful is something that you can produce on your own. Things like grandma's recipes, a "how-to" manual on hooking up your VCR, etc. These are the items that can offer you immense profits! I know, you're asking yourself "what kind of item can I produce?" It's simple, look at what you are good at and use it. If you can make the best brownies in town, sell your recipe. If you're the guy everyone calls when they can't figure it out how to do something on their computer, write a how to manual on that! Look at all of the books that are available "for dummies" on the store shelves. They sell like crazy, because everybody needs help to tell them how to do something! So take what you are good at and MARKET IT! People will gladly pay $5.00 to $10.00 for the information that they really need. After all, it is a very small price to pay in order to understand something, or to better yourself. And, while $5.00 or $10.00 is a relatively small amount for a buyer, it can really add up quickly for the seller! As I write this, my first listing for my "Auction Express" software has gotten over 70 bids in just the first five days that it has been listed! And, while it took a lot of time for me to put the program together, I can now sit back and duplicate that one disc and make a good amount of money on each one!

If you've ever watched the TV Food Network, and I know I watch it too much sometimes, you may have seen the show the Essence of Emeril. Chef Emeril Lagasse has a

saying that I think is very relevant to what you want to do with selling you items on eBAY . Emeril says, "We're not building a rocket ship here!" And, *we* are not building a rocket ship, nor are we reinventing the wheel. What you want to do is take a simple idea and nurture it, build it into something that you can offer the buyer. What you want to do is look for items that go for people's "hot buttons".

While it may be true that everybody is different, it is also just as true that everyone is the same in a few ways. Everyone wants to make more money! I don't care if you are near broke or Mr. Microsoft, Bill Gates himself; everyone wants to make more money! Everyone wants to be smarter. These are universal things that you can use to make yourself money!

Reference books, like the one that you are reading right now, are great items to sell! Trust me, they are not always easy to put together, and can challenging to get off of the ground! But, the payoff comes when you are finished! Not only can you sit back and feel you have accomplished something, you can now sell that one item over and over again! Printing costs are relatively low, and you can feel good making money by helping other people accomplish something that is important to them!

If you do decide to write a book, check your local print shops for a good deal on printing them up. When you are dealing with a lot of copies, and we certainly hope that they sell big, it is much easier to leave the copying, folding and stapling to the experts! Then, all you have to do is collect your checks and address the envelopes!

So, use your imagination. Examine your unique talents. Look at what products are in demand. The beanie baby craze can't last forever! Just imagine you were the person who came up with that idea! It really is the simple ideas that can change your life forever!

SELL A QUALITY PRODUCT AT A FAIR PRICE

I want you to keep in mind, and never ever forget … People will buy virtually anything! That is, as long as you are providing a quality product at a fair price, you can be a huge success in buying and selling! Look for products that people use on a day to day basis. Look for a unique idea that you think is in demand; or take an existing idea and make it better. One of the hottest things right now is specialty mail order items. Items like cigars, beer, and lobsters are being sold via mail order. Use your imagination and think about what kind of a service you would like to see and if it is something that you can put together on your own, go for it! Also remember this, if people are happy with your product, they will become repeat customers!

Now that you know what you want to sell, it's time to package it and market it for the auction process. Here is where it takes a little bit of planning and care to get your items noticed. Here is where you'll learn the techniques that will get your items higher bids on average than

similar items. The things I will show you are simple, but they are very effective. It's amazing to see ads on ebay that are totally horrible. Ads that have misspellings are the kiss of death for me. If a seller cannot spell correctly in an ad, you can't completely trust their ability to address the package correctly! Maybe I should write a whole new book on the importance of the spell checker!

CREATING THE PERFECT AD

THE TITLE GETS YOU NOTICED

Ok, you've been to the auction web site, and you've taken a look around. It's a lot like looking the classified section of a newspaper, except for the fact that you have to click on the title to see the rest of the ad. It can be a very confusing task to find exactly what you are looking for. It is a virtual maze as you try to weed out just the items that you are looking for. There's so many items, that the information overload makes you want to scream! It's your job as a seller to help your prospective bidder cut through the red tape, and get your ad viewed by as many people as you can! There are a few ways to do this, so let's get to it!

Like I just said in the last paragraph, in order for someone to see your ad, they have to go through the trouble to take their mouse, put it over your title and click on it! If they do not do this one thing, I do not care how good your item is, and I do not care how good your ad is, the simply

reality is you are not going to sell a darn thing to them! Therefore, one of the most important things that you will do is create a title for your ad.

USE RELEVANT WORDS IN YOUR TITLE

The thing that I feel is the MOST IMPORTANT when coming up with your title is to include the relevant words. Ok, this sounds really stupid, but you would be surprised at the amount of titles that tell you ABSOLUTELY NOTHING. You must be extremely specific in your titles about exactly what you are selling. If you have an autographed Frank Sinatra photo, don't use the title "Frank Sinatra." I don't care if it is in the autograph section of the web site, this is not descriptive enough, and a lot of people may miss your ad. Use something more like "RARE Frank Sinatra AUTOGRAGHED LP" and you will be amazed at the difference in the amount of bids you will get.

Remember that a lot of people will use the search feature to find the items that they are looking for, and make sure you include the words that they are most likely to search for in your title! I'm a big NASCAR racing fan and absolutely love to purchase die-cast model cars over the Internet. If I am searching for the different paint schemes used by a particular driver, they had better have the driver's name in the title, or I am going to miss it! So remember, think about what your buyer is searching for, and give it to them in the title!

USE WORDS THAT WILL GRAB THE BUYERS ATTENTION

The other thing you want to do in the title is use words that will GRAB the attention of the buyer. After all, they have literally thousands and thousands of titles to look at, and you want them to take a closer look at yours. How do you get their attention?

First, you can pay the small extra fee, which is $2.00 at the time this is being written, to get your title listed in a bold face font. This is an easy way to set your ad apart from the rest of the ads that are out there. And while the bold face is a quick and easy way to get more attention, I don't believe that it is always the best way. The best thing, along with being descriptive, is using POWER WORDS.

What are power words? They're things that you can use to add a sense of urgency to your items. Words such as RARE, LIMITED EDITION, UNIQUE, ONE-OF-A-KIND, BEAUTIFUL, will help you get attention. Other words like GREAT, UNBELIEVABLE, STUNNING, AWESOME will also help get your buyer to notice what you are selling.

Look at these two titles:

Bruce Springsteen Autograph

"RARE SPRINGSTEEN AUTOGRAPHED GUITAR-AWESOME!"

Ok which one grabs your attention? I'd say that 98% of you said that the second title did, the other 2% of you need to take another look! There are a few things going on in the second title, the most noticeable is that the whole thing is using capital letters. Now, this is a great way to make your items stand out, but sometimes it can be overdone. Occasionally it can take away from the emphasis on what you want the buyer to see. Take a look at this title:

"RARE **SPRINGSTEEN** Autographed **GUITAR** Awesome!"

This can also be a very effective title. The buyer will see what is the most important in the title first, which is "Springsteen Guitar." Remember no matter how you use capitals and lower case letters; you want your title to stand out from the rest.

Many sellers like to use characters in their title, things like @, #, $, %, etc. to draw extra attention. Sometimes they look cheesy, and sometimes they work. That all depends on the product, and the type of buyer that you are trying to attract. Try a few different things and see what is most effective. Keep records on how well each individual ad title is received, and use the style that is most successful!

Remember, when it comes to the title: be descriptive, use exciting, attention grabbing words, and set your ad apart from the rest!

WRITING DESCRIPTIONS THAT SELL

Once you've gotten someone to take a look at your ad; you want him or her to bid on the item you are offering! You need to make your product look as appealing as possible and you want to motivate the person to place a bid immediately. After all, if the person leaves without placing a bid, there's a good chance that they will not be back.

BE SPECIFIC

There are a few things that are important in the ad itself. The first is the overall description of what you are selling. BE SPECIFIC. This is the most important thing in your description. Do not leave any room for error on what is for sale. Get as graphic and specific as you can to describe your item. If there is anything special about the item, list it. List any special features of the item. People do not feel comfortable bidding on something of which they are not **100% sure.**

LIST ANY IMPERFECTIONS THAT THE ITEM HAS

If there are any flaws in the item, like a dent or scratch, you have to list that when you are selling the item to protect yourself. As long as you are 100% specific on what you are selling, you will save yourself a lot of time

and hassle if someone decides to return the product to you because they were not aware of a defect.

Even if you are using a picture in your ad, and we do highly recommend using one, write your description for an ad without a picture. That way the picture can be there to totally reinforce what you are selling, but will not rely on the photo.

Once you have written an accurate and honest description of the item, add your own creative touch. Again, use wording that will motivate the buyer to bid on your item. If the item is difficult to find, use words like rare, one of a kind, and unique. If it's brand new in a box, let the buyer know that. Include things that may seem obvious to you, because the potential buyer may not be aware. This helps the buyer feel more comfortable in dealing with you.

BE CREATIVE

When writing your ad you want to paint pictures with your words. Use adjectives like great, awesome, beautiful, etc. to describe your item. Paint a visual picture that makes your item irresistible! Tell a story with the item if you can. Explain what the item is, and what it can do for the buyer. If you are selling a cute little teddy bear, play it up. Put something in the ad about the bear looking for a good new home, and some new friends to play with. Not only will the buyer get a kick out of the ad, they will be more likely to bid on the item if it is something that they are looking

for Going along with the theory that people do not want to bid on something that they are not 100% sure of, people are much more likely to bid on an item if they like the person that is selling the item. While it certainly is not easy to convey your personality through an ebay ad, it does not hurt to try!

USE PHOTOS TO INCREASE YOUR SALES

It may be a cliché that a picture is worth a thousand words, but it is one hundred percent true! A simple picture included with your ad can increase your sales by over two hundred percent! Like I've said before, people are not comfortable bidding on an item unless they are absolutely sure what they are bidding on. A picture gives the buyer a strong visual image of what they are buying. Take a look at the items that have the most bids in almost any category on the auction web site, and I'll bet you that the ads that have pictures have more bids, and also have higher bids than the ads that don't include a picture! It's the simple fact that seeing is believing!

Ok, so you're sold on an idea that a picture will help your item sell. Now you're asking yourself, how do I get a picture up on the Internet? Well, that's a good question, and this next section is dedicated to showing you exactly how to take a picture of your item and post it to the Internet.

STEP 1- GET THE PICTURE INTO YOUR COMPUTER

Ok, so this is no brainier, even for the novice, but there are a few different ways that you cam accomplish this. The first is the old fashioned way, and that is to use a normal camera, take a photo, and then take it to your local photo shop and get it developed. Once you get the photo developed, you need to get the photo scanned into your computer.

You can either buy a scanner at you local computer shop for approximately $100 and up, or you can take your photos to many local copy shops like Kinko's and they can scan your photos for you, and save them on floppy disk.

The other alternative you can use is a digital camera, which will take a photo and download it immediately to your computer. These cameras are great to use, but cost about $300 to $500.

You can also use a normal camcorder to grab the image. With a small device (like SNAPPY) you can hook any video source, Like camcorders, to your computer and transfer the image that way. These devices cost between $100 to $200 and are a good alternative if you already have a camcorder at home.

STEP 2-PROCESS THE PHOTO

Ok, you've got your photo saved on your computer in either a .gif or .jpeg file. Next thing you may need to do is process the photo in a graphic program. Programs like Paint Shop Pro (http://www.jasc.com/psp.html) or LView Pro (http://www.lview.com) are available as shareware on the Internet. You can use them to do things like crop the photo using only a portion of the photo with your item. You can use them to adjust thing like the brightness and contrast of the photo, or even add some cool text over the photo to create the perfect ad! Programs like Adobe's PhotoShop is a full blown graphics program that will help automate tasks like processing photos and adding some cool effects to both your photos and your text.

Take a look at the photo of the item you want to sell. The first thing you need to do is crop the photo to only show the item that you are selling. Each program will do this fairly simply. You need to click on the tool that selects a rectangular area of your photo. You then need to draw a box only around the area you wish to keep, and then select crop command from the main toolbars image or edit menu.

Then you should go and adjust the brightness, contrast and sharpness of the image as needed. Try to get as much visible detail as possible. Remember that the better the picture is, the more bids you will get!

You can also add text directly over the picture of the item. This may or may not be useful for you, since you can type

in as much text as you want before or after the image on web page. If you do want to add text, simply click on the text button, which is the "T" button in 99% of graphics programs, and select an area on your photo and type away!

STEP3- POST THE PHOTO TO THE WEB

All right, the photo is taken, processed, and ready to be used in an advertisement on the auction web. The next step you have to do is to actually upload the picture to a web site. Most sites like ebay do not allow you to actually put the picture on their site, so you have to have some web space of your own in which to store the picture. If you're on AOL or a lot of other Internet Service Providers, you most likely have some web space allotted to you through them. You can check with your provider to find out how much space you have, and how to access it.

If you are on AOL, you can skip down to the next section, which will take you step by step through the process that you have to use to get your pictures up on AOL's web space!

If your Internet Service Provider does not offer you any web space, you can always find free web space through the Internet from services like Geocities (http://www.geocities.com). These services allow you to sign up for free web space that you can use to display your pictures on your website, or to create your own actual web

site. There are a variety of places that offer you small free web sites, just do a search on http://www.yahoo.com for web providers and you will find some others besides Geocities.

Once you have someplace to put your picture, you have to upload the picture. Upload, for those of you who don't know, simply means to send that picture file from your computer to your web space. There are a variety of programs, which are called FTP programs that you can use to transfer files over the Internet. You can easily find them for download on the Internet from places like http://www.tucows.com or http://www.shareware.com.

The program called WS_FTP is very popular, and easy to use. You can download a copy directly from the manufacturer by going to their website at: http://www.ipswitch.com/Products/WS_FTP/index.html

Once you have your FTP program, you simply log onto your server and choose the files you want to send to the web site. For example, let's say that your picture file is called "auction1.jpg" and it shows the item you want to sell. You would start up your FTP program, choose the directory on your computer that your picture file is in, select your file "auction1.jpg" and press the button to transfer it to your web space.

Entering the following text to your auction's description can now access your photo:

http://www.yourhost.com/-directory/imagename.jpg

AOL PHOTO INSTRUCTIONS

This is for all of you who are on America On-line. This will take you step by step through the process that you need to follow to get your pictures posted to your personal web space with AOL.

First, go to the keyword "MY PLACE". If you are a novice, you may want to click on the section called "My Place Help" for a quick overview on what to do.

Second, click on "MY PLACE" where you will find a folder that is called "private". This-folder is where you will store all of your images for ebay. You can also create a new folder, call it something like "auction" or "ebay" and you can store your pictures there if you like.

Then click "ok" and cancel to go back to the screen where you see the folders that you have. You are now ready to post your pictures to the web. You must know where your photos are located on your hard drive.

Click on "UPLOAD".

You will now see the Remote Filename Screen. In the space that is provided, you must type in the name of your photo file, including the file type extension. The two types of files you can use are .gif and .jpg files. Overall, .jpg files are better for photographic images, but you can experiment with your photos if you'd like.

Press "CONTINUES".

Click on "SELECT FILE" and find the photo file that you want to use. Click on the photo's name to select it. You will see the name of the file that you selected on the bottom of your screen where it says "FILE".

Click on "SEND"! Your file is now stored on AOL's web server, where you can access it from anywhere on the Internet!

Your file can now be called by using the following text on your ebay listing:

http://members.aol.com/yourscreename/filename.fileextention

Please remember that web addresses are case sensitive, so be sure to type it in exactly as it appears on the server or you might have problems accessing them from the ebay site!

THE KILLER AD

This is what is all comes down to, you take everything that you have learned, and you put it to good use. You know what you want to sell, you know how you want to describe it, you know what your starting bid will be, and you have a picture or two up on the Internet that you want to use in your ad. You are primed for action!

This next step can really make or break any ad that you have come up with. If you've looked around ebay or other auction web sites, you couldn't tell one from another. You know what that means? You probably are not inclined to buy from those ads.

You did see a few ads through, that you thought "wow that's cool." You know the ones that used different fonts, in different sizes, with bold letters, or different colors that really caught your eye. And they used a great photo of the product, and even some cool graphics, right? And, those are not only the ads that people remember; they are the ads that people BUY FROM!

If you take the extra time to make your ad look good, the people who are bidding on the item will realize that they are dealing with someone who cares about what they are selling. They are dealing with someone who will go the extra mile to make sure that they are happy with their purchase!

If you are already familiar with HTML, the language that you use to create web sites, than you can pretty much skip this section. What I'm going to show you here is how to make your ads look like a custom web page using simple HTML.

There are a lot of different programs out there that can help automate this task for you. Programs like Microsoft Front Page are a full-blown web design tool that you can use. Or you can even use the more recent browsers from Microsoft or Netscape to create a simple web page. The

programs will let you work in a WHAT YOU SEE IS WHAT YOU GET environment, and will let you create some awesome looking web pages without needing to know a whole lot about HTML.

The section on ebay that asks you for a description of your item, the section that says that HTML code is accepted. What this basically means is that you can include any of the tags that HTML understands. These tags can do anything from make the text larger or smaller, make the text bold or italics, center the text and graphics on the page, or even link up to another website. The possibilities are endless.

BASIC HTML TAGS

What I'm going to give you here are the bare basic tags that you can add to your ebay ads to make them look better. This is not a full course in HTML, but you can find a web site address later in this section that will take you to a full tutorial on HTML if you are interested in such things!

If you have placed any ads on ebay, you have seen the screen where you enter the ads into the system. You enter your vitl information, like your e-mail address and your password. When you get down to the box where you enter your description, it says something there that you may or may not understand. It says that HTML tags are acceptable. What this is telling you is that you can use little bits of HTML tags to help your ads look batter.

Your browser, whether it is Netscape Navigator, Internet Explorer, or any of the other ones out there, reads HTML tags in a very special way. The way the browser knows that what it is reading is a tag, and not normal text is that the tag is surrounded by <>. So just typing in "b" will show up as a "b" on the web site. Typing in will tell the computer that it is to put into bold text the words that come after the and before the . What the command does is turn off the previous <b> command. So basically what you do with HTML tags is turn special features on and off to create the look that you want. Here are some tags that I think you will find handy in sprucing up your web sites quickly and easily:

BOLD FACE: <B> </B>

Any words or symbols that are between the <B> and the </B> will be in bold face. So, if you are typing you want to stress a section with bold face here is how you would do it. Say that you are selling an item that is brand new, and you want to emphasize that. Here's what you would type into the description box on ebay.

Here is the item you have been waiting for!! <B>A Brand New</B> whatever the item is!

When the browser reads that, it will show on your screen: **A Brand New** whatever the item is!

Horizontal Rule: <HR SIZE=# WIDTH="##%">

This command will put a line, or horizontal rule, across the screen. You replace the # after the HRSIZE= with the height of the line that you want. You replace the ## after the WIDTH= with a percentage of the screen that you want to cover with the horizontal rule. If you want to create a rule that covers half of the web page, you would type in: <HR SIZE=2 WIDTH="50%">

Italic Text: <I> </I>

Works just like the bold command, but puts the text in Italics!

Underline Text: <U> </U>

Works like both the bold and italic commands, but this will underline the text that it surrounds.

And, yes you can get fancy. If you type in <B><I><U> This is in bold face, italics and underlined</B></I></U> you will get:

This is in bold face, Italics and underlined

Link to another website:

<A HREF="http://www.websiteaddress.com"> TEXT TO LINK </A>

If you want people to be able to click on some text where they will be taken to another web site, this is the command that you would use. You would replace the http://www.websiteaddress.com with your own address. And you would replace the **TEXT TO LINK** with whatever you want the text on the screen to say.

Link to your e-mail address:

<AHREF="mailto:your name@yourisp.com">EMAIL ME </A>

This will make it easy for someone to send you e-mail. You simple change the your-name@yourisp.com to your full e-mail address. You now have a link that says E-MAIL ME on your ad, and when people click on it, it will automatically go into their e-mail program and start a message to you!

Load an image:

<IMGSRC="http://www.websiteaddress.com/imagefile-name.extention>

This command will load an image from any other web site to your ebay ad. So, all you have to do is type in the address of the image, and it will load when the ebay ad is loaded!

Loading a background for the page:<BODY BACKGROUND="http://www.websiteaddress.com/imagename.extention>

This command is virtually similar to the last load an image command, except that this one calls the image to be used as a background of the ad page! This can really set your ads apart if used correctly. Use an image that adds class

and pizzazz to the page, but do not make it distracting for the buyer! For a background image, remember light and faded out usually works the best!

Changing the color of any text: <FONT COLOR="000000">FREE DISK BONUS OFFER</FONT>

This is used anywhere in the text of your ad, simply change the #000000 to a number that represents the RGB value of a color. See below for more information on this. Anything that you type between the <FONT COLOR="000000"> and the </ FONT> will be in the color that is specified in the #000000.

Changing the background color, text color and link color:

<BODY BGCOLOR="000000" TEXT="FFFFFF" LINK="#9690CC">

This goes at the beginning of your ad if you are going to change the background and text colors. The above examples show where the numbers are equal to the RGB value of the colors. You can find out all of the different colors and their corresponding codes by visiting the web site at: http://www.hidaho.com/colorcenter/

Again, this is by no means anywhere near a full explanation of the types of things that you can do with HTML tags. For a full tutorial on HTML, visit the NCSA web site at the following address:

http://www.ncsa.uiuc.edu/General/Internet/WWW/HTML Primer.html

After looking at this site, you will have an even more advanced understanding of HTML and how to use the tags of that language. It's really a lot of fun once you get used to it! And, it will help you make an ad that will sell your products better!

SPRUCE UP YOUR AD WITH CLIP ART

Clip art is a great way to set yourself apart from the pack at ebay. It comes down to the simple principle that if your ad looks nicer than the rest, it will indeed sell more than the rest. This may not always make the most economic sense, but it is a fact that more people will buy from you if they like the ad! You can use clip art of various styles to get your points across, and to set your ads apart from the rest.

First find some clip art that you want to use. There is plenty out there that is free for use on your website. Go into any computer store and you will find CD-ROM's that contain 50,000 or more images of useable clip art! Or, you can find a lot of clip art on the Internet. It's easy to find, simply go to your favorite search engine, like http://www.yahoo.com and search for clip art. The sites are to numerous to list here!!

HOW TO GRAB CLIP ART AND PHOTOS OFF ANY WEB SITE!

When you find the clip art, or any photo for that matter, that you would like to save, it's easy. With most browsers, you simply click the right button of your mouse, and select save image. Tell the computer which directory that you want to save it in, and you've got it!!!

Remember that a lot of the images on the World Wide Web are copyrighted, and you should always check with the image owner if there is any doubt at all if you can copy the image for your own use!

No matter where you find the clip art, you will have to use the same steps for acquiring photos to get the clip art to your web space. You simply use the same steps that you used to get your pictures onto the web!

ADDING ANIMATION TO YOUR AD

This is no problem whatsoever. If you can follow the directions in the previous section to cut and paste clipart, you can have animated clipart and text in your ad. If you don't already have an animation library, a good place to start is the Animation Factory (http://www.animfactory.com). This site offers literally thousands of animated clipart and animated letters that will make your page come to life. They also provide simple instructions for downloading these files to your system.

FREE COUNTER

We can see how many people have actually bid on our auctions, but how do we know how many people have stopped to look at our ad for the item we're selling? You can obtain a FREE counter for your ebay ad from (http://www.honesty.com/cgi-bin/ebay-counter.cgi)

I'VE FOUND AN AD I REALLY LIKE, HOW CAN I USE THAT?

It's bound to happen. You're searching the web, or looking through ads on ebay and you come across an ad that looks perfect for what you want to use! How do you take that ad and simply change the text and pictures to fit your needs? It's simple to do if you have a browser like Netscape or Internet Explorer. After the page has loaded in your browser, choose "File" from the toolbar, and then select "Save" or "Save As" and save the file to your hard disk. You can now open it in any program like Microsoft FrontPage or Netscape Navigator Gold, or any other HTML editor that is out there, and change what you want! This is a great way to do as little work as possible formatting the ad, and working on ways to make more money!

I'VE GOT MY AD ON MY COMPUTER, HOW DO I GET IT TO ebay?

All right, you've worked on your ad, and you are ready to show it to the world. If you've created the ad with FrontPage, Internet Explorer, or Netscape, you will have to click on something that says either show source code, or show HTML. When you see the plain text HTML code, all you have to do is cut and paste the information that you want to transfer to your ad on ebay into the little box that says description on the ebay add an item to auction page. You usually only want to cut and paste the HTML on the page that comes after the heading, and before the end of the page. If you've got the </body> and </html> codes at the bottom of your page, DO NOT COPY those to ebay. Everything else is ok! Don't worry if you're not sure if it worked right, you can click on preview ad and see if everything is ok before you submit the ad.

You can, of course, simply use these simple HTML tags and type them in as you place the ads. This is fine for an ad that you are only going to use once. If you are planning to use an ad more than once, save it on your hard drive first, so that you can have it the next time that you need it!

If you don't know how to cut and paste, here's a quick tutorial:

Step 1 Highlight the text you want

Step 2 Hit Control-C

Step 3 Go to ebay auction site, specifically the description box.

Step 4 Put the mouse in the box and press the left button

Step 5 Hit Control –V

That's all there is to the magical world of cutting and pasting. It works for just about everything on your system from text to photos, so give it a try! It'll make your life a whole lot easier!

There are also many other useful, creative tools at this address (http://www.auctionpix.com/ebay/)

HOW TO GET MORE PEOPLE TO SEE YOUR AD

There are a variety of ways to get your ad noticed by the people that would be interested in buying it. You can use the Usenet Newsgroups, e-mail or a personal web site to tell people about your items that are up for auction.

Usenet is the bulletin board area of the Internet. People post messages concerning just about any topic that you can think of. There are separate boards for each subject. You can search the newsgroups by typing in a word that should appear in its heading. If you've got Internet Explorer, just go to the top where it says "GO" and click on "NEWS". Follow the instructions from there. Netscape Navigator has a similar feature that you can use to access the newsgroups.

You can post a message to any newsgroup, but remember that it is not always proper etiquette to post a for sale

message in some groups. Look through the group first and see if there are other for sale messages.

The other thing you can do is build an email address database of your own when you see people looking for items that you may have. If you are searching a web site or newsgroup and find someone with interests related to your products, cut and paste their e-mail address into a database, which you can use to send out e-mail about your products!

We've talked about getting free web space before, from such companies as Geocities, and these can be fine to use for a small web site to list a few products with your e-mail address. If you decide to get a little more involved, you may want to go out and find a company that rents web space that you can use. Most offer a small site for about $15 to $25 per month. These sites will offer you the ability to use a custom domain name, i.e.. www.mycompany.com, and will offer things like e-mail, on-line support, shopping cart programs etc.

TIMING IS EVERYTHING!

An ebay ad generally gets the most attention on its first day posted, and in the hours before the auction ends. I have found there are certain really optimum times to begin and end an auction. In my experience Saturday and Sunday afternoons have the heavies' viewer traffic on ebay. So, I suggest that you post your auction on Saturday or Sunday between the hours of noon and 3:00 p.m. (prime time viewing hits its peak between 3-4:00

p.m. Allow it to run a seven day course so that it ends during these same high exposure viewing hours.

FOLLOWING AND ENDING THE AUCTION

HOW ARE MY AUCTIONS DOING?

ebay has included a user lookup in their search section. Simply click on "SEARCH", go down to the area that says Seller e-mail and enter your e-mail address, as well as the options that they list, such as current auctions only, how you want the results sorted, etc. Hit "STATUS" and you will receive a complete listing of all of the items that you have up for auction. These include the item numbers, the starting date of the auction, the ending date of the auction, the current price of the item, the item title, and who the high bidder is.

THE AUCTION'S OVER, NOW WHAT?

Well, you've sold your first items on ebay, and you are excited!! Now, you see that this stuff can really make you some money. The first thing you do is send an e-mail out to the winning bidder, letting them knows where to send the money and any other special instruction that they may need.

Let them know that you will notify them when you receive their payment, and also that you will let them know when the item has been sent. This will accomplish two things, first it will help your money arrive more quickly, and second it will make the buyer feel more at ease. Everyone is a little cautious when dealing with someone new for the first time, so good

communications are a must. If you are delayed in getting an item out for any reason, let the buyer know via e-mail.

Once you receive the buyer's payment, it is only fair to leave them some positive feedback on the system. After all, a lot of people use this factor to decide if they want to do business with someone. If they have been good to deal with, please let other people know, and perhaps they will do the same for you in return!

WHAT IF THE HIGH BIDDER BACKS OUT?

There is not a lot you can do if a bidder backs out on you. What you can do first is contact ebay and let them know that the item did not sell for the high bid. Remember that ebay takes a percentage of the highest bid, so let them know that the highest bid backed out on you.

If the high bidder refuses to respond to e-mail inquiring about their reasons for backing out on the bid or is rude, then, by all means, leave negative feedback about the user on ebay. Most problems can be settled via e-mail, so be sure before you affect the online reputation of a buyer through negative feedback. The buyer's hard drive could have crashed or have been shorted out by lightening. Family emergencies can also cause users to be away from their computers. Also remember, that if you need to re-list your item on ebay, you can probably do it for free! Just look at the link that ebay points to in the e-mail it sends you after the auction is over if for any reason you need to re-list the item.

Chapter 3

2006
Wholesale List

Having Trouble Finding Items to sell on eBay? Here's a Great Solution, how to become a successful seller the first thing you should do is sign up for the eBay Trading Assistant Program (http://pages.ebay.com/tahub/index.html) as it offers a number of good benefits, including access to eBay's marketing and education resources. Next, you will need to find items to sell. The best sources are your goal; in this book you will find many real and great sources to make you success on eBay, Amazon, ubid or about any where. These sources will also be great for flea markets and your online store or website. It is simple when it is right!!!

Wholesale and discount products are a great way to make money on the internet especially on online auctions. We have searched the net high and low for all the wholesale sources we could find. We have taken that research and compiled it into this incredible resource for you.

This is a fantastic reference that you can use to find your own wholesale products to sell online:

- <u>**All products**</u>

  These sites contain Wholesale and discount products and thousands of sellers and wholesalers, buy from these sites and start sell on ebay now.

  http://www.liquidationtime.com

  http://www.wholesaleforebay.com/index.php?src=irecom

  http://www.www.surplustraders.com/

  http://www.ezgoo.com/wholesalers/index.php

  http://www.ibuildstar.com/resources.htm

- <u>**Action Multi Media Company**</u>
  Specialized in computer excess inventory.
  http://www.actionmedia.com.hk

- <u>**Alliance Products Inc.**</u>
  Specializes in closeout and liquidation of general

merchandise.
http://www.allianceproduct.com

- **American Merchandise Group**
  Buy and sell takedowns and obsolete products
  http://www.amgcorp.net

- **American Merchandise Liquidators**
  Liquidator of salvage, returns, surplus and discount merchandise. American Merchandise Liquidators has pallets and truckloads of liquidation for you! Overstocks, shelf pulls, closeouts and customer returns...General merchandise, house wares, domestics, clothing, shoes, jewelry, intimate apparel, tights/hosiery...and more.

  http://www.amlinc.com/

- **AmeriSurplus Corporation**
  Hard goods, children's products, KD furniture, and groceries.
  http://www.amerisurplus.com

- **Auctionwholesaler**
  AuctionWholesaler provides below wholesale merchandise for resale on all venues. This site is updated daily.
  http://www.auctionwholesaler.biz

- **Bargain Crusader**
  Wholesale, liquidators, flea market items, surplus, and overstock items.
  http://www.bargaincrusader.com/

- **Bilco and Associates**
  Various closeout products sold in bulk.
  http://www.bilcoonline.com

- **BIGLOTSWHOLESALE.COM**
  Big Lots Wholesale.com is a business-to-business exchange that provides top-quality merchandise at below-wholesale prices. As a division of Big Lots Stores, Inc., the nation's leading buyer and seller of broad line closeout merchandise, we have long-time relationships with most of the world's leading manufacturers. When ordering, use the code W411 and receive $50.00 off orders of $750.00 or more.
  http://www.biglotswholesale.com

- **Books4Internet**

  This site contains the best English and Arabic books especially for computer and internet and e-commerce books , also has a full range of e-books you can get most of them free ..

  http://www.books4internet.com

- **Clearance Bargains**
  Bulk clearance sales of items including furniture, shoes, clothing and bedding.
  http://www.clearance-bargains.com

- **Closeouts Salvage**
  Liquidation merchandise, department store returns and closeouts at by the lot, pallet and truckload.
  http://www.closeoutssalvage.com

- **Closeoutsdealer.com**
  Closeouts, overstock, store returns, salvage, athletic footwear, shoes. World wide shipping available.
  http://www.closeoutsdealer.com/index.cfm?source=411

- **Closeouts Trading**
  Department store merchandise closeouts.
  http://www.closeoutstrading.com

- **Crickethill Liquidators**
  Liquidator based in NYC, deals in bulk lots of consumer goods.
  http://www.crickethillliquidators.com

- **Dicks Deals**
  Bulk quantity sales of various types of goods, consumer and commercial.
  http://www.dicksdeals.com

- **Discount Merchandise Group (DMG)**
  Provides asset recovery and liquidation services. Offers brand name products by the pallet. Buys excess and distressed inventory.
  http://www.dmgwholesale.com

- **Dollar Days International**
  General merchandise wholesale and closeout products.
  http://www.dollardays.com

- **Ebay Merchandise**
  Liquidation lots of products to sell on Ebay

including electronics, clothing and mixed merchandise pallets.
http://www.ebaymerchandise.com

- **Event Sales Inc.**
  Customer returns, out of stock and discontinued consumer products.
  http://www.eventsale.com

- **Excess Technologies**
  Liquidation pricing on electronics, apparel, sporting goods, toys, house wares, gifts, business accessories, small appliances, and more. Save up to 80% on quality merchandise, well below wholesale pricing. Our inventory is constantly changing. Visit us now to keep informed on new product availability.
  http://www.hotcloseout.com

- **GDC Distribution**
  Surplus grocery products distributor.
  http://www.gdcdistribution.com

- **Gem Discounts**
  UK based ex-catalogue wholesaler of customer returns and clearance stocks, audio, furniture, hardware toys and audio.
  http://www.gemdiscounts.co.uk/

- **Great Discounters**
  Sells surplus, closeout and overstock merchandise. Inventory includes clothing, toys, health & beauty, party supplies and office supplies.
  http://www.greatdiscounters.com

- High End Closeouts
  Closeout merchandise sales from department store liquidations.
  http://www.highendcloseouts.com

- Hilco Wholesale
  Sellers of bulk quantities of consumer goods inventory.
  http://www.hilcowholesale.com

- JD Closeouts
  Liquidation, overstock, and salvage merchandise.
  http://www.jdcloseouts.com

- LiquidationTime.com

  Use Liquidationtime.com and bulk online auctions to buy or sell overstock, returns, and other types surplus consumer merchandise. Our complete suite of fulfillment, payment, and marketing services makes it very easy and inexpensive to buy and sell bulk surplus.

  http://www.liquidationTime.com

- Liquidation Closeouts
  Outlet for liquidation, overstock and closeout merchandise.
  http://www.liquidationcloseouts.com

- Liquidation Connection
  Discontinued merchandise of manufacturers and distributors.
  http://www.liquidationconnection.com/

- **Liquidation Merchandise**
  Below wholesale clearance and liquidation merchandise from department store returns.
  http://www.liquidationmerchandise.com

- **Liquidation Overstock**
  Clothing, electronics, and other department store liquidations and overstock.
  http://www.liquidationoverstock.com

- **Liquidation World**
  Liquidates products throughout its chain of 64+ outlets.
  http://www.liquidationworld.com/

- **Liquidators of Returned Merchandise**
  Liquidators of Manufacturers and Distributors Returned Merchandise
  http://www.electragroup.ca

- **LiquidXS.com**
  B2B private marketplace for closeouts and excess inventories of branded consumer products.
  http://www.liquidxs.com

- **Merchantsupplier.com**
  General merchandise and closeout sales.
  http://www.merchantsupplier.com

- **Merchandise USA, Inc.**
  Merchandise USA, Inc. specializes in buying and selling closeout, surplus and liquidation merchandise. We have been in business 19 years and have two warehouses with a total of 45,000 square feet. We are

an A-1 account with an excellent reputation. Please see our website for all details.

http://www.merchandiseusa.com

- **Nino's Trading Company**
  Supplier of customer returns by the pallet, lot or truckload.
  http://www.ninostrading.com

- **Pallets Mart**
  Wholesale pallets of salvage, closeout, liquidation and surplus merchandise in addition to International Export also.
  http://www.palletsmart.com

- **QWA Quality Wholesale Apparel**
  Closeouts on wholesale apparel for women, men and children; including shoes, lingerie, and fashion accessories.
  http://www.qualitywholesaleapparel.com

- **Regent Products Corp.**
  Regent Products Corp. is a leader in the close-out and merchandising industry. Since 1985, we've been meeting our goal of providing retailers and wholesalers with consistent service and exceptional value. Whether you have a small gift shop, large liquidation outlet or a dollar store, we offer the best variety around.
  http://www.regentproducts.com

- **Rhino Mart**
  Department store returns, salvage, closeouts, overstocks, distressed, and surplus goods.
  http://www.rhinomart.com

- **RJS Enterprises**
  Provides businesses, resellers and consumers with closeout and liquidated merchandise at prices below regular wholesale. Products include new novelties, gifts and As Seen on TV merchandise.
  http://www.rjsauction.com/

- **RLC Trading**
  Buying and selling closeouts, overstocks and surplus items.
  http://rlctrading.com

- **Roden Surplus Imports**

  We have thousands of general merchandise items priced below wholesale including a broad range of collectibles and gifts. We are your #1 site for first quality closeouts. All items are in our warehouses ready to ship. New items daily. Customer satisfaction guaranteed for over 25 years. We will not be undersold!
  http://www.rodenimports.com

- **Running Wolf Imports**

  Direct importer of a wide range of Chinese products including: Stainless steel cups, mugs, thermoses, electric scooters, power tool kits, kitchen utensils, and high quality silk scarves and comforters. We are true wholesalers and pass the savings onto you. Contact us for estimates.

  http://www.runningwolfimports.com

- **Salvage Closeouts**
  Closeout merchandise, salvage, and department stores

returns.
http://www.salvagecloseouts.com/

- <u>**Sav-On Wholesale**</u>
  Buy below wholesale! We have over 1000 closeout and liquidation offers online, no minimum order requirements, fast service and satisfaction guaranteed!
  http://www.sav-on-wholesale.com

- <u>**Speedy Liquidators**</u>
  Overstocked and discontinued consumer goods.
  http://www.speedyliquidators.com/

- <u>**TDW Closeouts**</u>
  Salvage, closeout and liquidation merchandise below wholesale.
  http://www.tdwcloseouts.com

- <u>**USAOverstock Closeouts**</u>
  Liquidation of department store returns and salvage merchandise.
  http://www.usaoverstock.com

- <u>**WeSellItAll.com**</u>
  Bulk lots of various closeout items.
  http://www.wesellitall.com

- <u>**Wholesale Furniture Closeouts**</u>
  Wholesale furniture closeout and liquidation sales with the ability to export internationally.
  http://www.closeoutssuppliers.com

- <u>**Worldwide Liquidators, LLC**</u>
  Bulk loads including CD's, DVDs, videos, books, and some apparel. Buy great closeouts with just a few easy

clicks at our easy to use website. Just use your Visa or Master card and your order will be on its way! Buy one case or a truck load!!!!!!

http://www.wwliquidators.com/

- <u>A-Z Liquidators of Closeouts & Clearance Computer Equipment</u>
  A-Z Liquidators purchases assets, large and small of excess and obsolete computer equipment, specializing in technology assets.
  http://www.spintradeexchange.com/Liquidators.htm

- <u>Closeout Services</u>
  Closeouts of General Merchandise including toys, novelties, tees, licensed products, premiums and promotions.
  http://closeoutservices.com

- <u>Inter American Wholesale Liquidators</u>
  Household, health and beauty close-outs.
  http://www.iawholesale.com/index.html

- <u>Inventory Network, LLC</u>
  Specializes in relocating excess inventory of janitorial and industrial safety products.
  http://www.slow-go.com/

- <u>National Retail Equipment Liquidators Inc.</u>
  Used store fixtures and equipment.
  http://www.nrel.com/

- Office Liquidators
  New and used office furniture.
  http://www.officeliquidators.com/

- Salvage Merchandise
  Closeout merchandise, overstocks and liquidation sales.
  http://www.salvagemerchandise.com

- Surplus Village
  Liquidation sales and overstocked inventory management services for computers and accessories.
  http://www.surplusvillage.com

- The Surplus Server
  Industrial, medical, and scientific equipment.
  http://www.surplusserver.com

- Triangle Marketing, Inc.
  Surplus and wholesale with promotional and novelty items, house ware and giftware.
  http://www.tmicloseouts.com/

- Via Trading Corporation
  Department Store Returns, surplus goods and liquidations.
  http://www.viatrading.com

- Wholesale Closeout Liquidators
  Wholesale Closeout liquidation, surplus, overstock with no minimum order requirements. Purchase by the box, pallet, or truckload.
  http://www.mywebwholesaler.com/pallets.htm

Chapter 4

THE BEST
110 DROP SHIPPER
AND WHOLESALER URL's

What is drop-shipper process?

Setting up relationships with companies who will ship merchandise directly to your customers for you--drop-shippers, as they're called--is an excellent way to start your e-business and, if done properly, doesn't have to be a costly endeavor. There are literally hundreds of companies out there that will drop-ship products for you, everything from gifts and house wares to power tools and furniture.

When a customer places an order for the product on your site, he or she pays you for the product. You, in turn, place the order with the drop-shipper and pay them for the product. The drop-shipper then ships the item directly to your customer under your company name. To your customer's knowledge, the product was shipped by you.

Spend the time to research the drop-shippers doing business in your particular product category, and try to get feedback from their current customers. Remember that your customer doesn't know (or care) that the product they are purchasing from you really comes from a drop-shipper. If there is a problem, your customer will come back to you for resolution, not the drop-shipper, so make sure that the drop-shipper you use has a policy for resolving problems quickly.

This is the best 110 websites for drop shippers and wholesalers :

1	http://www.ezdropship.com/index.cfm
2	http://www.dropshippedtools.com/store.asp
3	http://www.wholesale-from-me-2u.com/dropship.html
4	http://www.agsmembers.com/
5	http://www.mbkwholesale.com/mbk/
6	http://www.koleimports.com/default.htm
7	http://www.price-busters.net/
8	http://www.paylessfishmore.com/
9	http://www.sunglassesmall.com/juliet.html
10	http://www.americanapparel.net
11	http://www.eagletrade.com
12	http://www.eagletrade.com
13	http://www.andreasbotanicals.com

14 http://www.anytimewholesale.com

15 http://www.apaintballdream.com/

16 http://www.apex-audio.com

17 http://www.apparelmax.com

18 http://www.asia.globalsources.com/

19 http://www.appareloffprice.com/

20 http://www.aromalight.net/

21 http://www.asontv.com

22 http://www.asseenontv.com/

23 http://www.asseenontv.com/

24 http://www.astees.com/

25 http://www.atlascloseouts.com

26 http://www.tonightslingerie.com

27 http://www.learnebay.com/

28 http://www.audiodiscounters.com/

29 http://www.audio-n-more.com

30 http://www.audio-warehouse.com

31 http://www.autobodypartswholesale.com

32 http://www.hoflink.com/~autoparts/

33 http://www.ballchain.com

34 http://www.baniantrading.com

35 http://www.411web.com/B/bargainoutletwholesale

36 http://www.bargain-mall.com/store/

37 http://www.barrysbeanies.com

38 http://www.baseline-clothing.com

39 http://www.myhotbuy.com/bayouwholesales/

40 http://www.bellgolf.com

41 http://www.thebestdealinc.com/

42 http://www.biglotswholesale.com

43 http://www.bigtomsapplianceworld.com

44 http://www.blankcaps.com

45 http://www.blankshirts.com

46 http://www.bluegem.com

47 http://www.bluemoondirect.com/

48 http://www.adelcom.net

49 http://www.bridgecraft.com/newBCO2/

50 http://www.buckstore.com

51 http://www.budkww.com/index.asp

52 http://www1.buylink.com/

53 http://www.caraudioshopping.com

54 http://www.carpartswholesale.com

55 http://www.carstereo.com

56 http://www.carstereotime.com

57 http://www.ckbproducts.com/

58 http://www.closeoutcentral.com/

59 http://www.cawholesale.com

60 http://www.crazydiscounts.com /

61 http://www.cepi.biz

62 http://www.christianworldtshirts.net

63 http://new.other-world.com/

64 http://www.clozeout.com

65 http://www.comecoinc.com

66 http://www.compgeeks.com/

67 http://www.countryside-closeouts.com/

68 http://www.creative-carats-jewelry.com

69 http://customink.com/

70 http://www.customplushtoys.com

71 http://www.drop-shippers.net

72 http://www.dashcover.com

73 http://www.davidmorgan.com

74 http://www.dbldistributing.com/

75 http://www.defdesigns.com

76 http://www.designahandbag.com

77 http://www.dandh.com/html/nshtml/NSFront.asp

78 http://www.directwholesale.net

79 http://www.directwholesaleproducts.com

80 http://www.divisionsales.com/

81 http://www.dollarstoremerchandise.com/index.htm

82 http://www.dollardays.com

83 http://www.dressingafterhours.com

84 http://www.dropshipsolutions.com

85 http://www.dropshipper.net/

86 http://www.earth1computer.com/

87 http://www.easternoffprice.com

88 http://edgewholesale.zoovy.com

89 http://www.eicompany.com

90 http://www.ejsilverbrooke.com

91 http://www.elegantmomentslingerie.com

92 http://www.ellens.com/

94 http://hatdude.com/

95 http://www.emsontv.com/

96 http://www.enzerelectronics.com

97 http://www.escoimports.com

98 http://www.evertize.com

99 http://www.evolve1000.com

100 http://www.wholesale411.com/

101 http://www.blowprice.com/

101 http://www.1accesorios.com/

102 http://www.aaacloseoutsnetwork.com/

103 http://about-the-web.com/shtml/reports/24-S.shtml

104 http://www.abouttime.com

105 http://www.accessoriespalace.com/

106 http://www.awnol.com

107 http://www.acandleco.com

108 http://www.agspromotions.com/

109 http://www.alltronics.com

110 http://www.liquidationtime.com

Chapter 5

THE BEST WEBSITES AUCTIONS

B2B and B2C ecommerce websites

Amazon.com
http://www.amazon.com
One of the best online auctions for all products you want.

Ebay.com
http://www.ebay.com
The best online auction you can sell and buy ..

uBid.com
http://www.ubid.com/
Online auction house for computer systems, hardware, and software.

Yahoo! Auctions
http://auctions.yahoo.com/
Use the resources of Yahoo! to buy and sell.

MSN Auctions
http://auctions.msn.com
Auctions offers a wide variety of different online auction categories.

ZDNet Auctions
http://auctions.zdnet.com/
Provides auctions for computer systems, hardware, and software.

Dell Computer Auction
http://www.dellauction.com/
Online auction house for Dell computers.

Comp-Recycles

http://www.comp-recycle.com/
Used surplus computer equipment auction, recycled computers.

eBay: Computers
http://pages.ebay.com/catindex/computers.html
Buy and sell computers and equipment.

Digital Auction
http://www.digital-auction.com/
Interactive auction of systems and components.

The Bloke in the Pub
http://www.theblokeinthepub.co.uk
Person to person online auctions, with products arranged by category. Latest news, members area, features and privacy information.

FSauctions
http://www.fsauctions.co.uk/html/cat58733.htm
Join, buy, and sell computer hardware and software for free.

WholesaleAuction.com
http://www.wholesaleauction.com/
Dealer only auction site for computer related merchandise.

Morgan Auction
http://www.morgan-auction.co.uk/
Online computer auction of surplus computer equipment.

AuctionMAX

http://www.auctionmax.com/
Outlet for new computer hardware and software.

AberBid
http://www.aberbid.com/
Online auctions for high performance computer hardware upgrades, motherboards, motherboard kits, processors and memory.

The Auction Depot Computer Sales
http://www.auctiondepot.com/
Offers limited computer auction sales. New items are generally added daily.

BidRoo.com
http://www.bidroo.com/
Offering free and unlimited image hosting and view counters.

U-1.ca - Your Friendly Auction/Classified Site
http://www.u-1.ca
Canadian site which has online auctions, classifieds, and free ads.

Computer Auction
http://www.2computerauction.com/
Auction for computer hardware of all kinds, new and refurbished items.

Dialogic Auction Site, Computer Telephony Auctions
http://www.compare4savings.com
Auction site dedicated to the computer telephony hardware, software and accessories.

Computer Care Auctions
http://www.shopcomputercare.com/auction/index.html
Free computer and software auctions. Also has options for other categories.

e-QuickBid
http://www.equickbid.com
Fun Online Auction for buying, selling and advertising.

Zerus PC Component Auctions
http://www.auction.zerus.com
Online Auction offering a large assortment of PC components.

Sam's Club Computer Auctions
http://auctions.samsclub.com/HTML/Cat206480.htm
Auction house for desktops, laptops, printers and other computer accessories.

Logical Reclaim
http://www.lre.co.uk/auction/
UK based on-line computer and electronic component auctions. New, surplus, end-of-line and second user equipment available.

Auction US
http://www.auctionus.com/Computers.asp
Auction house for computers and computer software.

ExecGroup Live Auctions

http://execgroup.auction4biz.net/
Live auctions for technology products. Registration is free. B2B listing capabilities available.

Earthweb Direct
http://www.earthwebdirect.com/
Buy new or visit the online auction for computer related products.

CompUSA Auctions
http://www.compusaauctions.com/
Auctions of refurbished, discontinued, and returned items, organized by category.

NexTag.com
http://www.nextag.com/
Make your favorite sellers compete for you. You pick the product, you pick the price and we bring you their best offers.

Priceline.com
http://www.priceline.com/
Name your own price for airline tickets, hotel rooms, new cars, and home finance.

SOLD.com.au
http://au.sold.yahoo.com/
Australian online auction site with hundreds of categories and listings.

Buynsellit.com
http://www.buynsellit.com
E-commerce auction and online store.

Bluecycle.com
http://www.bluecycle.com
Auction site specializing in the sale of surplus and salvage goods to both businesses and consumers.

Trade Me
http://www.trademe.co.nz/
Free online auctions and classifieds for New Zealanders.

SellYourItem.com
http://www.sellyouritem.com/
Member-driven site with a wide variety of categories.

Auction Works
http://www.auctionworks.com/
Offers a large variety of items.

Auction Adventures
http://www.auctionadventures.net
Online auction site that offers free listings and a variety of items.

Dealspin
http://www.dealspin.com
Bid up to five times without a commitment to buy.

SalvageSale, Inc.
http://www.salvagesale.com
Claims recovery and commercial salvage auctions.

Sellit-Here

http://www.sellit-here.com/
Online auctions.

One Made
http://www.onemade.com
Dedicated to arts and crafts. Buy and sell by auction or fixed price.

AuctionPort
http://www.auctionport.com
Offers a wide variety of categories.

Bid.com
http://www.bid.com/
Online auction for buying electronics, computers, and office supplies.

AuctioNet.com
http://www.AuctioNet.com
Online auction for computers, electronics, and household items.

Internet Auction List
http://www.usaweb.com/
Find auctioneers specializing in all types of auctions.

The Virtual Warehouse
http://www.4sale-or-auction.com/
Sell and buy on our auction or add a listing.

BidWerX.com

http://www.bidwerx.com
Online interactive auction site offering a selection of items in alphabetized categories.

CQout
http://www.cqout.com
General online auction site.

Cat-Street
http://www.cat-street.com/
Online auction dedicated to providing quality goods and services.

Cdn Market Square
http://www.cdnmarketsquare.com
Online shopping for those wishing to buy, sell, trade, and auction.

Auctionweiser.com
http://www.Auctionweiser.com
Online auction site with price guides and free listings.

Auction-Warehouse
http://www.auction-warehouse.com
Auctions on name-brand computers, peripherals, games, electronics.

Buyit Sellit
http://www.buyitsellit.com/
Free auctions and classified ads.

BidExpert
http://www.bidexpert.com
Online auctions for everything from cars to computers.

Internet Auction
http://www.internetauction.net/
Offers a items for auction divided into categories.

YNotBid
http://www.ynotbid.com
General auctions online.

GoodUsedStuff.com
http://www.goodusedstuff.com
Allows buyers and sellers to list merchandise for auction.

Woboo
http://www.woboo.com/
Offering general auctions.

Auction4it.com
http://www.auction4it.com
Canadian online auction.

HK Reseller
http://www.hkreseller.com/htdocs/index.cfm
Buy and sell used material handling systems, equipment, vehicles, and spare parts.

BuySellTrades

http://www.buyselltrades.com/
Offers a variety of categories including antiques, computers, and electronics, Includes a community forum.

InterAuct!
http://www.interauct.com.sg/
Singapore's ebay style auction site.

The Free Auction
http://www.thefreeauction.com
Buy and sell your stuff with no fees.

Auction Barn
http://www.auction-barn.com/
Place antiques, collectibles, and other valuable items online.

FairAuction
http://www.fairauction.com
Commercial auction that enforces low shipping rates charged by their vendors.

Show and Sell Auction
http://www.showandsellauction.com
Preowned and close-out items from major retailers from around the world.

A-Garagesale.com

http://www.a-garagesale.com
Auction off your items or sell them in the classified ads.

Bidfields.com
http://www.bidfields.com/
Buy and sell a variety of goods and services.

Bayoubid
http://www.bayoubid.com
Offers a variety of items to buy and sell on-line with no fees.

Sell with Me Auction and Classifieds
http://www.sellwithme.com/
Offers auction and classified listing for antiques, collectibles, computers, jewelry, toys, art, auto, and household items.

Out Bid Me
http://outbidme.com/auction/
Online auctions for antiques, coins, art, and collectibles.

What's It Worth
http://whatsitworth.com.au
Effective way to buy, sells, and valuates items.

Bid More
http://www.bidmore.com
Online auction with multiple categories.

Kunoozy

http://www.kunoozy.com
Arabic online auction site.

Biker Boy
http://www.bikerboy.com
Motor sport and general auctions.

uBid4it
http://www.ubid4it.com
Online auctions with new, refurbished, liquidated, and closed out computers and electronics.

Auctionables.com
http://auctionables.com/
Buy and sell auction items.

Andy's Auctions
http://www.andysauctions.com
Online auction offering discount shopping and daily deals.

Tradehall
http://www.tradehall.com/
Trade a variety of items.

Steal It Back
http://www.stealitback.com
Police auction selling seized, repossessed, and confiscated items on online auction.

AuctionAddict.com
http://www.AuctionAddict.com/
Auction with many categories.

USA Auctions
http://www.usauctions.com/
Online auctions buy or sell trading cards.

QXL
http://www.qxl.com/
Online auction with offers for European consumers, including arts, collectibles, cars, computing, consumer electronics and entertainment.

Trodo
http://www.trodo.com/
Allows users to barter goods with each other in exchange for credits, rather than money.

Net-Bidder Auctions
http://www.net-bidder.com
No charges or commissions, just a low monthly membership payment. Unlimited number of listings.

Busy Bid
http://www.busybid.com/cgi-bin/auction/auction.cgi?
Service offers a wide variety of merchandise including computers, automotive, web sites, and real estate.

GSAAuctions.gov
https://www.gsaauctions.gov/
Offers the general public the opportunity to bid electronically on a wide array of U.S. federal assets. Surplus, seized and forfeited assets are available for bidding.

Chapter 6

DIRECTORIES OF WHOLESALERS, EXPORTERS AND IMPORTERS

- **Wholesale for Everyone**
  Carries a variety of merchandise at wholesale prices including bandanas, door rags, laser pointers, batteries, backpacks, and more with screen printing available.
  www.wholesaleforeveryone.com

- **LTD Commodities**
  Official site LTD Commodities, a business-to-business provider of general merchandise.
  www.ltdcommodities.com

- **Salvage Closeouts**
  Offers high end brand name closeout and overstock merchandise from major department stores. Includes toys, electronics, clothing, house wares, and more.
  www.salvagecloseouts.com

- **Lorenz Wholesale Company**
  Supplying paper products, janitorial supplies and vacuums.
  www.lorenzwholesale.com

- **Closeout Services**
  Offering surplus, liquidation, and overstock toys, novelties, tees, and licensed merchandise.
  www.closeoutservices.com

- **SavesUcash.com**
  Wholesaler of general merchandise including watches, jewelry, barbeque grills, DVDs, and more.
  www.savesucash.com

- **AAA Overstock**
  Specializes in closeout and liquidation lots.
  www.aaaoverstock.com

- **Dicks Deals**
  Offers closeout prices on a variety of items.
  www.dicksdeals.com

- **Baytrade**
  Importer/exporter of clothing, fragrances, jewelry, sporting goods, home decoration, computers, and accessories.
  www.baytrade.com

- **Close-Outs.cc**
  Searchable directory of wholesale closeout suppliers, liquidators, and distributors of apparel, toys, sporting goods, and items for the home and office.
  www.close-outs.cc

- **Liquidation Overstock**
  Overstock and closeout merchandise wholesalers.
  www.liquidationoverstock.com

- **Buyxout.com**
  Closeout merchandise marketplace offers products including apparel, household items, toys, sporting, and other consumer goods.
  www.buyxout.com

- **Liquidation Connection**
  Allows manufacturers and importers to sell closeout merchandise.
  www.liquidationconnection.com

- **PalletSmart**
  Offers overstock, liquidation, closeouts, and surplus department store merchandise.
  www.palletsmart.com

- **Vista Wholesale**
  Offers novelties, lighters, tools, leather goods, As Seen On TV items, and more for wholesale to the public.
  www.vistawholesale.zoovy.com

- **1st Choice Surplus Merchandise**
  Surplus merchandise sales including electronics, furniture, bedding, clothing, and toys.
  www.1stchoicesurplusmerchandise.com

- **Wholesale Direct Online**
  Offers a variety of products including apparel and accessories, candles, electrical, gifts, and more.
  www.wholesaledirectonline.com

- **1Liquidators.com**
  Worldwide liquidators of clearance and closeout wholesale merchandise.
  www.1liquidators.com

- **Concord Enterprises**
  Import-export wholesale distributors of bulk general merchandise including cosmetics, groceries, hardware, and dollar store supplies.
  www.dollaritem.com

- **Kikkerland**
  Selling a variety of gifts wholesale.
  www.kikkerland.com

- **Liquidation Closeouts**
  Outlet for liquidation, overstock, and closeout merchandise.
  www.liquidationcloseouts.com

- **High End Closeouts**
  Features merchandise closeout sales from department store liquidations and overstock.
  www.highendcloseouts.com

- **RetailExchange.com**
  Business to business marketplace for the retail industry designed to streamline the exchange of excess consumer goods.
  www.RetailExchange.com

- **1AAA Wholesale Liquidators**
  Liquidators of closeout merchandise and clothing from department store overstock and surplus.
  www.1aaawholesaleliquidators.com

- **OnlineSupplier.com**
  WWW.OnlineSupplier.com

- **Salvage Merchandise.com**
  Carries department store closeout salvage merchandise, overstocks, returns, and liquidation items.
  www.salvagemerchandise.com

- **H.L. Dalis**
  Wholesale distributor of electronics, broadcast equipment, sporting goods, cellular phones, and accessories.
  www.hldalis.com

- **WholesaleFinders.com**
  Offers a list of wholesalers with over 500,000 products. Specializes in those not requiring a tax id, and those that sell small quantities.
  www.wholesalefinders.com

- **BuyersInfo.net**
  Offers an information forum and network of wholesale buyers and sellers.
  www.buyersinfo.net

- **Gift Guys Wholesale**
  Offers wholesale gifts and collectibles for retailers.
  www.giftguyswholesale.com

- **Wholesale Index**
  Listings of wholesale dealers and distributors.
  www.wholesaleindex.com

- **Surplus City Wholesale**
  Serving dollar stores, variety stores, flea market vendors, wholesalers, and more.
  www.surpluscitywholesale.com

- **Wholesale Room**
  Directory and search engine for wholesalers, distributors, and others looking to buy or sell merchandise at or below

wholesale costs.
www.wholesaleroom.com

- **Bargain Price Wholesale**
  Wholesale products sold directly to the public including leather motorcycle saddlebags, helmets, chaps, and jackets as well as sexy clothing, toys, sunglasses, gloves, and more.
  www.bargainpricewholesale.com

- **ABC Wholesale Products**
  Wholesale distributor and exporter of clearance and liquidation department store merchandise.
  www.abcwholesaleproducts.com

- **goWholesale**
  Search engine and directory for finding deals on every type of wholesale product, surplus, closeouts, and overstocks.
  www.gowholesale.com

- **Surplus Disposal.com**
  Listing of stock-lots of textiles, electronics, food, and more, from importers, exporters, manufacturers, buyers, and sellers in the Middle East, India, Africa, and China
  www.surplusdisposal.com

- **TCB Liquidators**
  Buys and sells new and used store fixtures, supermarket, bakery, restaurant, and material handling equipment.
  www.tcbl.com

- **Alert Traders Dropship Auction Items**
  Offers a wide variety of products ideal for auction fulfillment

at wholesale prices.
www.alerttraders.com

- **Sav-On Wholesale**
  Offers a selection of wholesale general merchandise.
  www.sav-on-wholesale.com

- **ShopWholesale.ca**
  Offers a directory of Canadian wholesalers.
  www.shopwholesale.ca

- **Warehouse Liquidations**
  Wholesale general merchandise and clothing.
  www.warehouseliquidations.com

- **America's Gift Show**
  Meet and connect with manufacturers, importers, and representatives of the wholesale gift industry.
  www.AmericasGiftShow.com

- **SaveOnItems.com**
  Sells a variety of name-brand surplus and overstocked merchandise including apparel, electronics, gifts and toys, house wares, jewelry, sporting goods, and more.
  www.saveonitems.com

- **WindingRoadTrading.com**
  Features exotic home decor and gift items made by artisans in developing countries.
  www.windingroadtrading.com

- **4sqm.com**
  Wholesaler and supplier of dollar store items, general

merchandise, house wares, kitchenware, health and beauty, gifts, toys, baby products, and picture frames.
www.4sgm.com

- **Florida CloseOuts**
  Offers surplus electronics and wholesale closeouts of overstocked equipment liquidations.
  www.floridacloseouts.com

- **Store Returns Exporter**
  Offering closeout household and kitchen products surplus.
  www.storereturnsexporter.com

- **Imperial Trading Co. Ltd.**
  Wholesale distribution of clothing and institutional and home linens and bedding.
  www.imperialtrading.ca

- **Wayne's Wholesale House**
  Direct importers and wholesale warehouse merchandisers.
  www.wayneswholesale.com

- **MWW Liquidations**
  Online drop shipper offering wholesale products for retailers, wholesalers, distributors, and drop shippers.
  www.mwwliquidations.com

- **Gifts Of Nature**
  Group of manufacturers' sales representatives servicing the natural gift markets in the western United States.
  www.giftsofnaturereps.com

- **Libra Wholesale Inc.**
  Offering U.S.A. made, brand name closeouts that cover categories such as cookware, giftware, glassware, home furnishings, and seasonal goods.
  www.librausa.com

- **AAA Closeouts Liquidators**
  Liquidators of closeouts and surplus furniture, paint, tools, clothing, groceries, perfume, toys, electronics, and more.
  www.aaacloseout.com

- **Start2Wholesale.com**
  Specializes in providing wholesale supplier contact lists for designer clothing, brand name cellular phones, Nike footwear, and more.
  www.start2wholesale.com

- **A.V. Enterprises**
  Specializes in exporting general merchandise from India. Products include stationery, house wares, tools, toys, giftware, party favors, and baby items.
  www.avein.com

- **Glaze Inc.**
  Importer, exporter, wholesaler, and distributor of as seen on TV products, mail order, toys, novelties, and more.
  www.glazeinc.com

- **Brookland Sales, Inc.**
  Wholesale distributor of gifts, hand tools, power tools, hardware, automotive, home and garden, knives, dolls, and more.
  www.brooklandsales.com

- **Gapol.com**
  Global trading/buying center and excess stock trading for gifts, premiums, luggage, stationeries, and apparel.
  www.gapol.com

- **MERC Wholesale Distributors**
  www.mercwholesale.com

- **AuctionWholesaler**
  Liquidators of surplus, closeouts, store returns, and liquidation merchandise. Products include hardware, paint, clothing, toys, furniture, and sporting goods.
  www.Auctionwholesaler.biz

- **Sundari Wholesale**
  Offering wholesale sarongs, henna, crystal tattoos, beach jewelry, and more.
  www.sundariwholesale.com

- **TangyBlue: Wholesale Sources**
  Offers an electronic directory of wholesale products, distributors, drop shippers, and close-outs.
  www.tangyblue.com/wholesaleinfo.htm

- **Ramco Trading**
  Offering wholesale general merchandise.
  www.ramcousa.com

- **Closeouts Dealer**
  Distributes closeout and liquidation merchandise, department store returns, salvaged goods, and more

internationally.
www.closeoutsdealer.com

- **T & M Trading**
  Wholesaler of hair accessories, beauty supplies, jewelry, gifts, stationery, key chains, lighters, and other products. Based in San Jose.
  www.tmtrading.net

- **BT-USA**
  Carries a range of wholesale merchandise including sporting goods, home decor, toys, gifts, office supplies, garden supplies, and computers.
  www.bt-usa.com

- **Taiwain International**
  Wholesaler of low cost general merchandise, including hair brushes, pens, and more.
  www.taiwanintl.com

- **Brandclubs.com**
  Offering wholesale designer brand-name merchandise.
  www.brandclubs.com

- **Don McKrell Associates**
  Offers merchandise from many manufacturers and importers.
  www.donmckrell.com

- **AAA Wholesale Outlet**
  Provides a wide selection of merchandise at wholesale prices to the public including apparel, toys, outdoors items, home and garden products, and more.
  www.aaa-wholesale-outlet.com

- **Buyco.biz**
  Offers wholesale products to start your own home business.
  www.buyco.biz

- **Power Trading & Surplus**
  Offers an array of liquidation and closeout inventory.
  www.powersurplus.com

- **101Musician.com**
  Features a selection of brand name instruments, equipment, and accessories.
  www.101musician.com

- **Access Closeouts**
  Sells liquidation, overstock, and surplus merchandise of all types.
  www.accesscloseouts.com

- **1CloseoutWholesalers.com**
  Wholesaler specializing in the distribution of liquidations, closeout merchandise, overstocks, customer returns, and surplus goods.
  www.1closeoutwholesalers.com

- **WholesaleDirectory.us**
  Directory of wholesalers, drop shippers, importers, exporters, manufacturers, and distributors.
  www.wholesaledirectory.us

- **Virgil Wynne Wholesale**
  Offers wholesale products including closeout and discount

pewter, jewelry, beads, knives, and more.
www.virgilwynnewholesale.net

- **Barg'n Bin**
  Sells wholesale items such as electronics, household goods, tools, and toys to individuals and dealers alike with no membership fee required.
  www.bargnbin.com

- **Beyond Wholesale**
  Offers wholesale shopping including As Seen on TV items, leather goods, lighters, watches and clocks, novelty items, knives, and more.
  www.beyondwholesale.com

- **365Wholesale.com**
  Offering a wide variety of closeout, liquidation, overstock, and wholesale merchandise.
  www.365wholesale.com

- **Pacific Distribution Co.**
  Wholesale supplier providing discount, variety, chain, and drug stores with candy and chocolate, seasonal items, batteries, fluorescent signs, and personalized pens.
  www.diffeny.com

- **CnH Imports**
  Sells a wide variety of wholesale merchandise for retailers.
  www.cnhimports.com

- **WSHP Communications**
  Wholesale products directory featuring merchandise

suppliers, vendors, importers, drop shippers, and more.
www.wshp.com

- **ML Baram, Inc.**
  Offering a wide variety of everyday products at true wholesale prices.
  www.mlbaram.com

- **Global Concepts**
  Wholesale distributor of a wide variety of jewelry, gemstones, electronics, men's and women's apparel, and more.
  www.shop-gcx.com

- **LB International**
  Wholesale distributor of seasonal and holiday decor, patio furniture, BBQ grills and accessories, Christmas, Halloween, and Harvest decorations, indoor furniture, and more.
  www.lbimports.com

- **Top Ten Wholesale**
  Provides a directory of wholesale products and suppliers along with articles on successful product lines for retailers and online auction sellers.
  www.toptenwholesale.com

- **Midwest Diverse Industries and Wholesalers**
  Wholesaler of general merchandise including automotive, fragrances, body and bath items, cameras, clocks, clothing, and a variety of other products.
  www.midwestwholesalers.com
- **Surplus Closeout Finder**
  Provides a marketplace for surplus, closeout, overstock, and

liquidation merchandise.
www.surp.com

- **Emax Toys & Electronics, Inc.**
  Dedicated to providing wholesalers, resellers, and distributors with a wide range of toys and electronics exported from China.
  www.emaxinc.com

- **VolumeGifts.com**
  Sells wholesale gifts and general products including candles, electronics, picture frames, and toys. Provides pricing for both individual and bulk purchases.
  www.volumegifts.com

- **OKK Trading**
  Wholesale direct importer of dollar store products including toys, stationery, and seasonal items.
  www.okktrading.com

- **TheShipper.com Wholesale Dropshippers**
  Find a vast range of drop shipping products from various wholesalers worldwide. Manufacturer products available from international distributors.
  www.theshipper.com

- **BtoZ Sourcebook**
  B2B wholesale products directory includes electronics, fashion, health and beauty, and other products.
  www.btozsourcebook.com

- **Targetstar.com**
  Online wholesaler of videos, software, games, electronics,

office, apparel, outdoor, janitorial, and more.
www.targetstar.com

- **Mitech Trading**
  Import, export, and wholesale distribution of gifts and house ware.
  www.mitechtrading.com
-
- **My Web Wholesaler**
  Wholesale liquidation clothing, electronics, furniture, and general merchandise products from My Web Wholesaler.
  www.mywebwholesaler.com
-
- **GiftGuys**
  Offering wholesale gifts and collectibles for retailers, fundraisers, and more.
  www.giftguys.com
-
- **1USACloseouts.com**
  Specializes in liquidation merchandise, department store returns surplus, and closeouts.
  www.1usacloseouts.com

- **SaleHoo Wholesale Directory**
  Directory of wholesale suppliers, distributors, and sources for products at discounted prices. Categories include art, books, clothing, computers, electronics, jewelry, toys, and others.
  www.salehoo.com

- **Channel Liquidators**
  Global liquidator providing manufacturers and retailers with

alternative liquidation solutions for selling surplus and closeout inventory.
www.channelliquidators.com

- **Wholesale Suppliers Registry**
  Business-to-business directory dedicated to connecting retailers with wholesalers who offer consumer products in many categories.
  www.wholesale-suppliers.net

- **Global Sources Direct**
  Wholesale products direct from China. Allows small to medium sized companies to buy small lots of products at factory prices.
  www.globalsourcesdirect.com

- **Wholesale Central**
  Directory of wholesale merchandisers and marketplace for buyers, importers, and manufacturers.
  www.wholesalecentral.com
-
- **AAA Closeouts Network**
  Specializing in apparel, baby items, computers, electronics, sporting goods, and more.
  www.aaacloseoutsnetwork.com
-
- **Super Wholesaler**
  Buy a range of merchandise below wholesale prices.
  www.superwholesaler.com
-
- **AmericasMart**
  An integrated campus of wholesale trade facilities servicing a number of vertical product categories for the

retailer.
www.americasmart.com

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- **Wholesale411**
  Directory of wholesalers found by keyword or category search.
  www.wholesale411.com
-
- **WholesaleDir.com**
  Online source for wholesale, closeout, overstock, surplus, and liquidation product sites.
  www.wholesaledir.com
-
- **Ameriglobe Imports**
  Offers wholesale fashion and costume jewelry, accessories, and general gift merchandise directly imported from overseas manufacturers.
  www.ameriglobe.net
-
- **TDW Closeouts**
  Distributor of discount surplus merchandise including department store returns, closeouts, liquidation, and surplus.
  www.tdwcloseouts.com
-
- **Sav-On Closeouts**
  Catalog includes toys, jewelry, party supplies, books, and more.
  www.sav-on-closeouts.com
-
- **Closeouts Concepts**
  Buyer and seller of closeouts, surplus, and salvage merchandise.
  www.closeoutsconcepts.com

- **Merchandize Liquidators**
  Supplies wholesale closeout and liquidation products to wholesalers, exporters, retailers, auctioneers, brokers, flea market vendors, and distributors.
  www.merchandizeliquidators.com
- **Wholesale "U"**
  Provides a directory of wholesale products and services for buyers and sellers as well as discussion forums, auctions, and secure shopping cart services.
  www.wholesaleu.com
- **WholesaleGopher**
  Features closeouts on a variety of products including house wares, jewelry, sporting goods, gifts, and more.
  www.wholesalegopher.com
- **Gita Gift Wholesale**
  Importer and distributor of wholesale gifts including home decor, garden decorative accessories, tabletop products, fashion jewelry, and more.
  www.salecatcher.com
- **JD Closeouts**
  Distributor of department store closeouts, surplus, liquidation merchandise, store returns, and overstock.
  www.jdcloseouts.com
- **WholesaleEZ.com**
  Provides a directory of companies selling B2B wholesale, closeout, surplus, and liquidation merchandise.
  www.wholesaleez.com

Chapter 7

E-Mail Etiquette

To write an professional e-mail message you have to obey some important rules (etiquette) :

Clearly summarize the contents of your message in the subject line.

Properly titled messages help people organize and prioritize their e-mail.

Don't use the CC (Carbon Copy) function to copy your message to everyone.

This is particularly true at work. These days everyone receives too many e-mails. Unnecessary messages are annoying. If only a few people really need to receive your message, only direct it to them.

Similarly, when responding to e-mail, do not respond to all recipients. By choosing **Reply to All** or a similar button when responding to a message, you may end up broadcasting your response to your entire company.

Use BCCs (Blind Carbon Copies) when addressing a message that will go to a large group of people who don't necessarily know each other.

Just as it is not polite to give out a person's telephone number without his or her knowledge, it is not polite to give out someone's e-mail address. For instance, when you send an e-mail message to 30

people and use **To** or **CC** to address the message, all 30 people see each other's e-mail address. By using **BCC**, each recipient sees only two--theirs and yours.

Keep your messages short and focused.

Few people enjoy reading on their computer screens; fewer still on the tiny screens in cell phones, PDAs and other mobile devices that are becoming increasingly popular. Recipients tend to ignore these long messages.

Avoid using all capital letters.

USING ALL CAPS MAKES IT LOOK LIKE YOU'RE SHOUTING! IT'S ALSO MORE DIFFICULT TO READ.

Don't write anything you wouldn't say in public.

Anyone can easily forward your message, even accidentally. This could leave you in an embarrassing position if you divulge personal or confidential information. If you don't want to potentially share something you write, consider using the telephone.

Use a smiley to make sure that a statement is not misunderstood.

Smiles are typically used in personal e-mail and are not considered appropriate for business. They

should rarely be used in the office. If your message needs a smiley for better understanding, most likely you should not be delivering it via e-mail. Even with a smiley, someone may misunderstand you.

Smiles should be used to support a statement. It's rude to write something mean or derogatory, then place a happy smiley at the end of the sentence. Refer to the Smiley article for a list of commonly used ones.

Avoid sending e-mails to large numbers of people unless you have a serious reason to do it.

E-mail broadcast to many recipients may be considered spam.

Nasty e-mails should also be avoided.

These messages have their own term: flame. Flame e-mail is an insulting message designed to cause pain, as when someone "gets burned."

As a courtesy to your recipient, include your name at the bottom of the message.

The message contains your e-mail address (in the header), but the recipient may not know that the return address belongs to you, especially if it is different from your real name.

Contents at a Glance

References

BOOKS:

- Everything Online Business Book.
- Get Your Business On the Web.
- Use the Internet to build your business.
- Net Success.
- Streetwise Relationship Marketing On The Internet.
- Antiquing and collecting on the Internet.
- Wanted to buy.
- E-commerce encyclopedia.
- Internet Yellow pages.
- Drop shippers Directory.
- How to make money online.
- How to sell on ebay.
- How to buy from LiquidationTime.com.

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